



Interested to become a CTI Coach?

CTI Start-up offers a unique program designed to help entrepreneurs in the high-tech sectors to advance their innovative business idea to a successful start-up company. This also includes the market entry and to secure the necessary financing. The program is run by professional business coaches mandated by CTI.

The quality of the CTI Start-up Program depends heavily on the excellence of the Coaches' experience, know-how and professional network. Therefore CTI Start-up has very high expectations on the professional qualifications and social competencies of the coaches.

Below you will find our basic requirements to become a CTI Start-up coach. The first point has the highest priority:

1. Business track record:

To have run a company or played a key role in the success of a business. To have been successful in managing P&L in a "substantial" (# FTE, turnover, etc.) company. To have desirably handled a company through its "red figures" situation and achieved a stable bottom line.

To have led the development of a technology oriented start-up to its success or have coaching experience with technology start-ups, especially in the area of business development model/planning, market evaluation, financial planning, etc..

2. Management related track record:

To have significant experience in strategy formulation, industrialization, forecasting, product development, marketing and sales, financial planning/control, management of technology project, organizational development, team building, etc..

3. To have outstanding experience with innovative technology projects. To have led innovation projects to the stage of commercialization.

4. To have excellent industrial/business relations especially in Switzerland but also abroad.

5. Personality: open, excellent communicator, prepared to listen, used to work autonomously and motivated by team work.

6. And last but not least: to be fully committed to support the start-up scene in Switzerland.

Please note, that our coaching pool is currently filled. If your profile meets our criteria we will keep your application in our files, but we can't make any prediction if and when a first case will be assigned to you. In this state as long as you don't have a contract with CTI you are



not allowed to use the CTI branding in any way. It is important to us to have individuals in the CTI Start-up Coaching Team who love the work and challenge of coaching young technology start-ups and are prepared to work for a non-competitive compensation. Your total commitment to CTI will be limited at 600h per year at the most.

If you fulfill our requirements and would like to enter our selection process, we kindly ask you to send your application to coach.candidate@ctistartup.ch . Applications shall include:

- Your motivation letter, explaining how you match our basic requirements and where you will add value to our activities.
- Your comprehensive CV.